

Message Text

CONFIDENTIAL

PAGE 01 DAR ES 03387 070820Z

15

ACTION AF-04

INFO OCT-01 ISO-00 SS-14 EB-03 SP-02 L-02 INR-09 RSC-01

DRC-01 /037 W

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R 070530Z OCT 74

FM AMEMBASSY DAR ES SALAAM

TO SECSTATE WASHDC 6581

C O N F I D E N T I A L DAR ES SALAAM 3387

STADIS////////////////////////////////////

LIMDIS

FOR ASSISTANT SECRETARY EASUM FROM CARTER

E.O.11652: GDS

SUBJ: EXIM LOAN TO TANZANIA TEXTILE INDUSTRY

REF: (A) STATE 219496; AND (B) DAR ES SALAAM 3364

1. WE ARE DISMAYED AND PUZZLED BY CONTENTS OF REF A. WE ASSUME THAT DEPARTMENT OFFICERS WERE NOT PARTY TO KOBELINSKI/MBOWE CONVERSATION. IT WOULD APPEAR, HOWEVER, THAT BENEATH ALL THE CORDIALITY, KOBELINSKI WENT TO CONSIDERABLE EFFORT TO PUT THE BALL IN TANZANIAN SIDE OF COURT WITH HOPE THAT IT WOULD STAY THERE. TANZANIANS, EVEN BEFORE MBOWE VISIT, HAVE WONDERED IF THIS IS NOT THRUST OF EXIM'S METHOD OF OPERATION ALL ALONG.

2. OUR READING OF REF A IS ROUGHLY THIS. EXIM ONCE AGAIN EXHIBITED ITS TREMENDOUS ABILITY OF LOOKING AT PROPOSAL ONLY FROM VIEWPOINT OF BANKER AND NOT RPT NOT PRIMARILY AS AN AGENCY OF USG DESIGNATED TO PROMOTE US EXPORTS. THE SITUATION STILL REMAINS--EXIM BANK HAS RECEIVED APPLICATION FOR PRELIMINARY COMMITMENT FROM NATIONAL TEXTILES (TEXCO). AFTER FOUR MONTHS TEXCO STILL HAS NOT RPT NOT HAD CLUE AS TO WHAT WILL BE EXIM'S DECISION ON ITS APPLICATION. ALL BANK HAS DONE, IF WE READ SUMMARY KOBELINSKI'S REMARKS CORRECTLY, IS TO PARAPHRASE STATEMENTS MADE IN ITS BROCHURES

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PAGE 02 DAR ES 03387 070820Z

AND PRESS HANDOUTS THAT "EXIM IS STILL WILLING TO SEE IF IT COULD

FINANCE ANY PART OF PROJECT". WHAT KIND OF ANSWER TO PRELIMINARY COMMITMENT APPLICATION IS THIS? YET EXIM APPARENTLY EXPECTS MBOWE TO ANSWER BANK'S QUESTION WHEN BANK OFFICERS THEMSELVES ARE UNPREPARED TO ANSWER QUESTION PUT TO THEM FIRST.

3. CONSEQUENTLY, IT IS NOT SURPRISING THAT MBOWE GAVE "NO CLUE" AFTER RECEIVING KOBELINSKI'S ENIGMATIC REPLY. WOULD BE HELPFUL IF DEPT OFFICER WOULD EXPLAIN TO EXIM BANK THAT TANZANIANS STILL SEE BALL AS IN EXIM'S COURT AND THEY HAVE EVERY RIGHT TO EXPECT TO HEAR SOMETHING MORE THAN KOBELINSKI SAYING "EXIM STILL WILLING TO SEE IF IT COULD FINANCE ANY PART OF PROJECT".

4. EMBASSY HAS JUST RECEIVED TELEX FROM BALLARD OF AMATEX WHICH INDICATES HE HAD SPOKEN WITH EXIM SENIOR VP FOR FINANCING GLICK AND WAS ADVISED "THEY WILL RUSH TO BOARD AND HOPEFULLY WILL HAVE DECISION BY OCTOBER 12." SUGGEST DEPT OFFICER COORDINATE WITH BALLARD AND MAKE CERTAIN INCONCLUSIVE NATURE OF KOBELINSKI/MBOWE MEETING DOES NOT DELAY OCTOBER 12 DECISION.

5. IN ANY EVENT, I HOPE YOU WILL BE FULLY BRIEFED ON THIS SITUATION BECAUSE WE EXPECT TANZANIANS WILL ASK YOU ABOUT IT DURING YOUR VISIT HERE (REF B). THERE IS NO DOUBT, IN MY MIND, HOWEVER, THAT DECISION BY EXIM BEFORE YOUR ARRIVAL WOULD CERTAINLY CLEAR AIR. CARTER

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